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November 21, 1981
TWO DOLLARS

Implement & Tractor

The business magazine of the farm & industrial equipment industry

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ANDREA SCHWARTZ
CONGRESSIONAL INFO SERV
4520 EAST WEST HWY
BETHESDA MD 20814

Word from Ford:

Training retailers have to more up, MD page 8

Computer Contracts
page 12

IMPLEMENT & TRACTOR
Editorial, advertising
and circulation correspondence
should be addressed to:
9221 Quivira Rd.
P.O. Box 12901
Overland Park, Kan. 66212
(a suburb of Kansas City, Mo.)
Telephone (913) 888-4664
Telex: 42-4156; Answerback
Intertec OLPK

EDITORIAL
Bill Fogarty, Editor
Jack Root, Managing Editor
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Pat Blanton, Editor, Product File
Dudley Rose, Senior Art Director
Anita Blattner, Art Director
Irma Allread, Associate Editor

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Melvin E. Long,
Engineering and Production Topics

CIRCULATION
John Arnst, Director
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Dee Manies, Reader Correspondent

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R. J. Hancock, President
Edward F. Mickells, Publisher

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INTERTEC PUBLISHING CORP.

November 21, 1981 • Vol. 96 • No. 23

Implement&Tractor

The business magazine of the farm & industrial equipment industry

in this issue...

8: **Everything Else Has To Improve. Why Not Training, Too?** A conversation with F. A. Engelhardt, Ford Tractor's training manager for North America, about the need to move ahead faster with methods to train dealers, salesmen and service technicians who function with complex and sophisticated new products.

12: **Before You Sign a Contract To Buy a Computer...**Al Dentone, a dealership information systems specialist, offers some points to consider.

20: **FIEI: In Good Health To Face Important Challenges.** President Emmett Barker tells Farm & Industrial Equipment Institute members the organization is feeling fine, but warns of serious concerns on the horizon. Robert Hanson (Deere) is elected chairman of the group.

On the cover... Joe Hussey, instructor at Ford Tractor's Southwest Training Center, Paris, Tex., prepares to demonstrate a feature of a Ford model's hydraulic system.

DEPARTMENTS

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RETAIL SALES OF WHEEL TRACTORS*
(In Units)

	Total Wheel Tractors†				Cumulative for Jan.-Aug., 1980				Cumulative for Jan.-Aug., 1981			
	Aug. 1980		Aug. 1981		Farm Type				Farm Type			
	Farm	Non-Farm	Farm	Non-Farm	2-Wheel Drive	4-Wheel Drive	Total Farm	Non-Farm	2-Wheel Drive	4-Wheel Drive	Total Farm	Non-Farm
Alabama	119	36	93	15	1,600	51	1,651	272	1,164	23	1,187	208
Alaska	4	8	11	3	15	6	21	27	27	1	28	36
Arizona	57	34	42	18	520	63	583	317	466	50	516	254
Arkansas	149	36	204	32	2,170	223	2,393	344	1,841	235	2,076	228
California	296	192	351	126	2,820	247	3,067	1,799	2,839	312	3,151	1,381
Colorado	94	34	81	24	741	133	874	425	684	143	827	294
Connecticut	12	17	7	17	178	4	182	134	118	2	120	95
Delaware	3	6	4	15	103	5	108	31	81	2	83	35
Florida	192	80	153	95	1,649	55	1,704	771	1,489	43	1,532	740
Georgia	99	65	139	24	2,131	36	2,167	366	1,634	20	1,654	343
Hawaii	7	12	8	8	47	2	49	70	45	5	50	53
Idaho	93	8	108	6	697	89	786	95	898	150	1,048	100
Illinois	357	73	364	47	3,191	483	3,674	552	2,981	550	3,531	471
Indiana	202	36	185	22	1,947	301	2,248	325	1,645	265	1,910	225
Iowa	437	16	458	18	3,654	360	4,014	188	3,781	442	4,223	167
Kansas	400	18	312	19	2,355	502	2,857	235	1,766	361	2,127	169
Kentucky	193	45	159	7	2,754	47	2,801	337	2,259	29	2,288	320
Louisiana	179	49	128	49	1,834	174	2,008	411	1,848	159	2,007	489
Maine	19	7	13	4	170	3	173	63	155	5	160	49
Maryland	47	33	39	18	475	24	499	221	362	15	377	231
Massachusetts	7	25	4	16	105	1	106	180	102	.....	102	160
Michigan	186	53	182	33	1,561	155	1,716	539	1,613	233	1,846	407
Minnesota	395	23	253	17	2,516	365	2,881	259	2,657	401	3,058	188
Mississippi	217	39	161	18	2,255	179	2,434	274	1,713	128	1,841	185
Missouri	211	36	233	22	2,512	148	2,660	391	2,154	196	2,350	271
Montana	83	12	72	11	779	178	957	150	593	185	778	97
Nebraska	186	12	214	1	2,117	241	2,358	119	1,871	192	2,063	95
Nevada	8	13	10	10	84	8	92	91	56	9	65	81
New Hampshire	11	2	11	6	93	.....	93	56	88	.....	88	60
New Jersey	22	42	16	25	206	2	208	335	152	.....	152	279
New Mexico	23	10	22	14	288	16	304	147	234	28	262	147
New York	198	62	127	65	1,687	70	1,757	604	1,468	120	1,588	495
North Carolina	124	34	135	31	2,177	32	2,209	423	1,708	34	1,742	360
North Dakota	214	5	129	5	961	469	1,430	87	1,175	498	1,673	62
Ohio	251	70	169	27	2,431	227	2,658	586	1,937	250	2,187	417
Oklahoma	278	44	232	58	1,870	279	2,149	423	1,601	206	1,807	458
Oregon	123	40	81	14	924	52	976	264	782	65	847	183
Pennsylvania	139	101	110	46	1,481	38	1,519	732	1,273	41	1,314	522
Rhode Island	1	2	1	2	12	.....	12	29	14	.....	14	20
South Carolina	70	35	57	22	1,033	34	1,067	248	756	27	783	233
South Dakota	142	4	141	6	995	154	1,149	56	936	179	1,115	43
Tennessee	161	34	142	18	2,120	62	2,182	292	1,752	41	1,793	207
Texas	720	292	964	259	6,386	414	6,800	2,423	6,726	410	7,136	2,422
Utah	50	23	52	9	433	17	450	220	434	20	454	178
Vermont	30	5	28	1	230	1	231	26	212	3	215	31
Virginia	116	38	91	20	1,486	20	1,506	381	1,053	14	1,067	249
Washington	130	34	112	10	1,214	109	1,323	294	975	121	1,096	263
West Virginia	27	14	19	6	343	.....	343	140	232	.....	232	86
Wisconsin	360	37	223	20	3,157	128	3,285	329	2,765	169	2,934	244
Wyoming	25	9	23	13	227	26	253	109	255	27	282	109
U.S. Government	57	23	.....	.....	195	.....	195	560	9	.....	9	60
Miscellaneous‡	1	5	33	37	229	.....	229	429	181	.....	181	440
TOTAL	**7,525**	**1,964**	**6,906**	**1,409**	**71,158**	**6,233**	**77,391**	**18,183**	**63,560**	**6,409**	**69,969**	**14,942**

Data released October 21, 1981, Farm & Industrial Equipment Institute.

*Figures do not include garden tractors, motor tillers or contractors off-highway types. Report includes units marketed by these firms: Allied Farm Equip. (Leyland Satoh); Allis-Chalmers; Belarus; J I Case; Deere; Deutz; Ford; International Harvester; Long; Massey-Ferguson; R. M. Wade (Satoh); Steiger; Versatile; and White.

†The monthly sales are those reported for that month only. The cumulative totals are subject to revision reflecting updating in the basic sales data.

‡Sales reported as miscellaneous are retail sales which cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

JONES FARM EQUIPMENT CO. Dothan, Alabama (October 13, 1981)

ALLIS-CHALMERS TRACTORS
7080 diesel, cab, duals, 1978 (Good) 13,000*
7080 diesel, cab, duals, 1977 (Good) 13,000
7040 diesel, 1977 (Fair) 7800
7040 diesel, cab, duals, 1976 (Good) 10,500*
7040 diesel, cab, duals, 1976 (Good) 10,000*
7020 diesel, cab, duals, 1978 (Good) 11,000*
200 diesel, 1973 (Good) 5800
175 diesel, 1978 (Excellent) 8500

CASE TRACTORS
1370 diesel, cab, duals, 1976 (Good) 8000
580C diesel, ldr., 1977 (Good) 6600
480C diesel, ldr., 1977 (Excellent) 8200*
470 diesel, 1971 (Fair) 2000

DAVID BROWN TRACTOR
770 diesel, 1966 (Good) 1800*

MASSEY-FERGUSON TRACTORS
2675 diesel, 1979 (Excellent) 14,500*
1085 diesel, 1977 (Good) 6300
1085 diesel, 1974 (Fair) 5400
255 diesel, 1976 (Excellent) 6800
245 diesel, 1978 (Excellent) 6000
175 diesel, 1974 (Excellent) 4550
175 diesel, 1972 (Excellent) 4200*
175 diesel, 1969 (Good) 3450*
165 diesel, 1966 (Excellent) 4100
165 diesel, 1966 (Excellent) 3850
135 diesel, 1974 (Excellent) 3700*
135, 1971 (Good) 3150
135, 1966 (Fair) 2300
50 diesel, ldr., backhoe, 1976 (Excellent) 5600
50, 1961 (Good) 2000*
35, 1963 (Good) 1750
35, backhoe, 1956 (Fair) 1500
35, 1956 (Good) 1600*
30 diesel, 1970 (Rough) 1000
T030, 1953 (Good) 975
T020, 1951 (Good) 1050

FORD-FERGUSON TRACTORS
9N, 1946 (Fair) 675
9N, 1941 (Good) 900

FORD TRACTORS
7000 diesel, 1972 (Good) 5750
5000 diesel, 1974 (Excellent) 5500
5000 diesel, 1973 (Excellent) 5000
5000 diesel, 1971 (Good) 4250
4500 diesel, ldr., backhoe, 1968 (Good) 4550
4410 diesel, 1970 (Rough) 1450
4000 diesel, 1974 (Excellent) 4450
4000 diesel, 1973 (Fair) 2900*
4000 diesel, 1969 (Good) 3470
4000, 1968 (Fair) 2600*
4000, 1968 (Good) 3150
3400 diesel, 1965 (Fair) 2100
3000 diesel, 1972 (Excellent) 3700*
3000 diesel, 1972 (Good) 3500
3000, 1967 (Good) 2900
3000, 1965 (Good) 2750
2000 diesel, 1971 (Excellent) 4500
1000 diesel, 1976 (Good) 3200*
851 diesel, 1958 (Good) 1600
841, 1958 (Good) 2250
641, 1960 (Good) 2050
640, 1957 (Good) 1550
640, 1956 (Excellent) 2100
640, 1955 (Fair) 1250*
535 diesel, ldr., backhoe, 1977 (Excellent) 9500*
Dexta, 1960 (Good) 825
NAA, 1954 (Good) 1650
Jub., 1953 (Fair) 950
8N, 1951 (Good) 1100
8N, 1950 (Good) 1450*
8N, 1948 (Good) 1000
8N, 1948 (Good) 1250
8N, 1948 (Fair) 950

INTERNATIONAL HARVESTER TRACTORS
1466 diesel, 1971 (Fair) 6500
1026 diesel, 1970 (Good) 5150
766 diesel, 1973 (Excellent) 9250
706, 1966 (Fair) 2900
666 diesel, 1973 (Good) 4800
584 diesel, 1979 (Excellent) 6500
504 diesel, 1967 (Good) 2350
504 diesel, bld., 1964 (Fair) 1950
504 diesel, 1964 (Rough) 750
M, 1941 (Good) 400
H, 1950 (Rough) 125
Sup. C, cult., 1953 (Fair) 400
130, cult., har., 1957 (Fair) 1250
100, cult., 1955 (Fair) 1375
Sup. A, cult., plow, 1953 (Rough) 600*
A, 1941 (Good) 450
A, cult., mo., har., 1941 (Good) 600

JOHN DEERE TRACTORS
5020 diesel, 1968 (Good) 5500
4630 diesel, cab, 1974 (Good) 11,900
4430 diesel, 1973 (Good) 9500
3020 diesel, 1969 (Excellent) 6500
3020 diesel, 1968 (Good) 5350
3010, 1963 (Fair) 2100*
2240 diesel, 1977 (Excellent) 5600*
2240 diesel, 1977 (Excellent) 6000
2040 diesel, 1977 (Good) 4000
2030 diesel, 1974 (Good) 4800*
2030 diesel, 1974 (Good) 5200
2020 diesel, 1967 (Good) 4000*
2020 diesel, 1966 (Fair) 3200*
1020 diesel, 1967 (Good) 3200
430, 1960 (Good) 1300
430 turbo, 1959 (Good) 1050*
300 diesel, ldr., backhoe, (Good) 3900*
60, 1955 (Good) 500
60, 1955 (Good) 525

LONG TRACTOR
560 diesel, (Good) 2650

MINNEAPOLIS MOLINE TRACTOR
G955 diesel, 1974 (Good) 4750

MASSEY-HARRIS TRACTORS
55 LP, 1948 (Rough) 225
30, 1949 (Fair) 400*

OLIVER TRACTORS
1855 diesel, 1974 (Good) 3850
550 diesel, 1964 (Good) 1800*
55 diesel, 1955 (Good) 850

NOTES
Prices reported are for individual sales at wholesale on "as is," "car'i and carry" basis.
Prices reported are NOT averages.

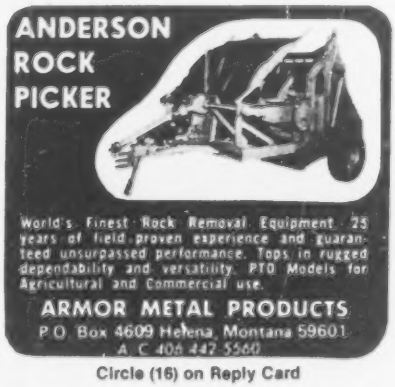
Condition classifications: EXCELLENT means—Engine: in perfect condition, 400 to 600 hours of use; Rubber: 80% tread remaining, no breaks or cracks; Paint: original and bright; General Appearance: excellent.

GOOD means—Engine: good running condition; Rubber: 70% tread remaining, no breaks or cracks; Paint: original paint or a good repaint job; General Appearance: good over-all.

FAIR means—Engine: possibly in need of a minor overhaul to restore; Rubber: 60% tread remaining, some cracking evident in side walls; Paint: only fair, weathered and some rust apparent; General Appearance: worn, some dents, minor parts such as gage covers missing or broken.

ROUGH means—Engine: obviously in need of a major overhaul; Rubber: smooth; Paint: scarred, weathered, rusty, needs painting urgently; General Appearance: dents, ruptures, broken parts, loose wires, some components such as lights broken, missing or inoperative.

DEMONSTRATOR means—used for demonstrating only and in practically new condition.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RETAIL SALES OF SELECTED FARM EQUIPMENT – Jan.-Aug. 1980 and 1981(1)

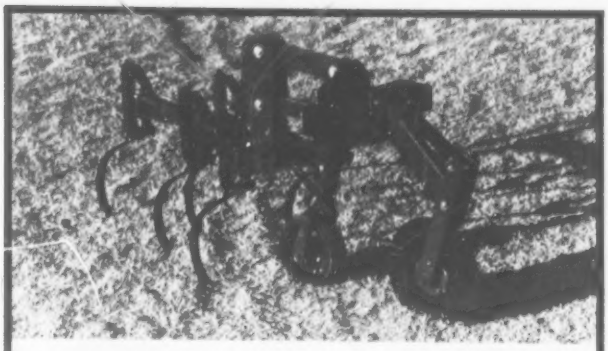
(In Units)

	Combines Self-Propelled		Corn Heads		Hay Balers(2)		Windrowers Self-Propelled Power Units		Windrowers Self-Propelled Total Heads		Grinder-Mixers		Shear-Bar Forage Harvesters(3)	
	1980	1981	1980	1981	1980	1981	1980	1981	1980	1981	1980	1981	1980	1981
Alabama	98	92	34	36	100	160	2	....	1	....	92	60	19	33
Alaska	3	1	.....	.....	12	13	2	.....	2	.....	1	3	.....	.....
Arizona	35	58	.....	1	34	42	51	45	63	54	6	3	10	10
Arkansas	239	415	1	2	152	243	.....	4	.....	4	48	34	7	12
California	160	225	15	32	137	134	216	227	240	248	4	5	39	55
Colorado	209	183	56	50	303	291	162	148	170	152	47	43	40	18
Connecticut	.....	1	.....	.....	51	42	.....	.....	.....	.....	.....	.....	14	15
Delaware	18	17	12	12	8	7	1	1	1	1	8	5	6	1
Florida	47	28	34	17	50	53	.....	2	.....	2	31	11	17	17
Georgia	222	276	198	145	130	166	1	.....	1	.....	188	74	70	59
Hawaii	.....	.....	1	.....	.....	.....	.....	.....	.....	.....	.....	.....	2	.....
Idaho	219	296	10	4	502	397	307	228	308	232	38	21	41	27
Illinois	962	1,081	922	930	278	202	17	10	17	11	350	273	136	148
Indiana	577	497	624	479	245	258	7	6	7	6	250	166	97	69
Iowa	1,054	1,169	1,095	1,139	250	259	108	114	114	122	852	636	321	243
Kansas	1,189	976	138	73	235	275	225	214	231	223	171	114	142	95
Kentucky	124	157	83	92	232	238	3	26	3	29	232	130	80	88
Louisiana	164	200	3	3	36	86	.....	.....	.....	.....	12	6	14	9
Maine	4	4	.....	.....	52	56	2	.....	2	.....	.....	2	18	17
Maryland	68	45	70	63	93	75	9	6	9	6	29	18	30	37
Massachusetts	.....	.....	.....	.....	41	36	6	.....	6	.....	1	.....	14	13
Michigan	191	226	157	168	269	236	50	37	51	39	163	143	209	155
Minnesota	710	834	505	481	560	545	474	460	487	469	406	369	404	345
Mississippi	186	215	2	10	53	106	1	.....	1	.....	26	25	45	36
Missouri	423	567	209	145	347	451	54	38	56	37	371	237	109	72
Montana	272	382	2	8	292	231	319	324	350	362	48	26	20	24
Nebraska	683	670	480	403	159	151	227	207	240	221	358	250	162	165
Nevada	2	2	.....	.....	34	26	32	33	38	35	2	2	7	4
New Hampshire	.....	.....	.....	.....	48	41	.....	.....	.....	.....	.....	2	9	12
New Jersey	14	8	9	6	24	29	.....	.....	.....	.....	6	7	9	5
New Mexico	23	29	8	1	96	96	48	41	51	40	10	6	...	2
New York	74	53	83	58	610	470	52	36	53	37	83	77	384	320
North Carolina	149	170	141	140	219	213	2	.....	2	.....	116	77	44	47
North Dakota	563	893	18	25	39	54	395	514	424	566	96	78	52	60
Ohio	501	403	395	336	391	394	8	9	8	9	276	182	143	136
Oklahoma	365	413	7	4	335	418	85	93	91	97	87	56	23	18
Oregon	139	152	4	5	347	248	194	154	205	175	19	16	26	40
Pennsylvania	82	98	98	68	582	521	42	36	44	36	214	152	271	230
Rhode Island	.....	.....	.....	.....	6	1	7	....	6	.....	.....	.....	1	1
South Carolina	96	103	66	53	54	68	.....	.....	.....	.....	44	27	25	24
South Dakota	292	321	113	103	71	68	431	368	462	400	225	139	168	147
Tennessee	138	144	63	34	326	420	1	2	1	2	143	98	72	75
Texas	663	954	170	154	487	916	72	67	77	79	155	112	61	56
Utah	27	31	7	1	277	250	92	91	97	96	22	8	44	20
Vermont	.....	4	.....	2	100	86	3	4	3	4	.....	2	81	58
Virginia	60	53	53	44	319	243	7	6	7	7	67	42	77	66
Washington	279	336	13	15	363	302	143	96	146	121	15	7	81	54
West Virginia	.....	3	.....	3	125	113	1	.....	1	.....	21	8	3	8
Wisconsin	247	241	279	227	1,135	950	280	212	284	212	377	312	1,081	833
Wyoming	34	45	1	5	151	162	144	125	154	127	15	11	15	11
U.S. Government	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Miscellaneous (4)	.....	3	.....	12	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
TOTAL	**11,605**	**13,079**	**6,179**	**5,589**	**10,760**	**10,842**	**4,283**	**3,984**	**4,514**	**4,261**	**5,725**	**4,075**	**4,743**	**3,990**

Data released October 21, 1981, Farm & Industrial Equipment Institute.

(1) Includes revisions for prior months.
(2) For making bales of under 200 lbs.
(3) Pull-type, mounted, self-propelled.
(4) Sales reported as miscellaneous are retail sales which cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

Mower Conditioners All Types 1980	1981	Manure Spreaders Conveyor-Type 1980	1981	
110	143	15	10	Alabama
5	9	1	2	Alaska
8	12	6	6	Arizona
279	398	73	67	Arkansas
31	36	31	32	California
121	108	51	35	Colorado
77	41	52	44	Connecticut
15	7	45	39	Delaware
38	51	20	18	Florida
179	176	35	24	Georgia
.....	.....	1	.....	Hawaii
132	125	72	65	Idaho
455	440	428	366	Illinois
386	416	340	330	Indiana
810	780	946	921	Iowa
446	523	156	96	Kansas
662	742	215	200	Kentucky
34	63	18	12	Louisiana
77	82	72	48	Maine
87	79	167	110	Maryland
41	39	54	51	Massachusetts
489	359	520	463	Michigan
776	799	896	824	Minnesota
70	85	16	16	Mississippi
981	1,224	243	193	Missouri
124	143	37	16	Montana
357	338	277	140	Nebraska
7	6	5	2	Nevada
64	44	41	27	New Hampshire
41	25	36	29	New Jersey
13	14	5	4	New Mexico
867	772	876	881	New York
189	192	109	87	North Carolina
90	160	71	48	North Dakota
610	514	592	493	Ohio
509	576	46	23	Oklahoma
229	156	73	55	Oregon
711	595	869	717	Pennsylvania
4	3	.....	.....	Rhode Island
59	101	23	10	South Carolina
50	100	147	130	South Dakota
477	614	132	95	Tennessee
856	1,241	104	111	Texas
138	140	84	60	Utah
177	134	152	131	Vermont
573	396	167	103	Virginia
217	158	96	69	Washington
127	123	44	44	West Virginia
1,858	1,335	1,415	1,250	Wisconsin
30	47	29	17	Wyoming
.....	.....	.....	.....	U.S. Government
.....	.....	.....	.....	Miscellaneous
14,676	**14,664**	**9,903**	**8,514**	TOTAL



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